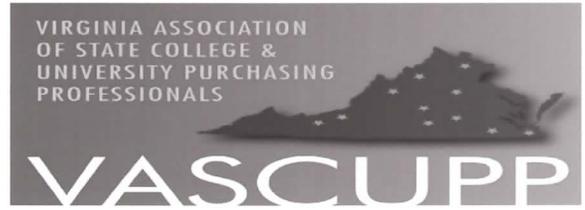




Purchasing Department
 4400 University Drive, Mailstop 3C5
 Fairfax, VA 22030
 Voice: 703.993.2580 | Fax: 703.993.2589
<http://fiscal.gmu.edu/purchasing/>



**REQUEST FOR PROPOSALS
 GMU-1592-19**

ISSUE DATE: July 1, 2019
TITLE: Photography Services
PRIMARY PROCUREMENT OFFICER: Christopher Mullins, Sr. Buyer, cmullin4@gmu.edu
SECONDARY PROCUREMENT OFFICER: Erin Rauch, Assistant Director Purchasing, erauch@gmu.edu

QUESTIONS/INQUIRIES: E-mail all inquiries to both Procurement Officers listed above, no later than 4:00 PM EST on July 10, 2019. **All questions must be submitted in writing.** Responses to questions will be posted on the Mason Purchasing Website by 5:00 PM EST on July 12, 2019. Note: Questions must be submitted in WORD format. Also see section III. COMMUNICATION, herein.

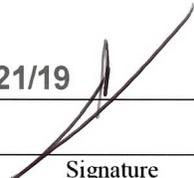
PROPOSAL DUE DATE AND TIME: July 23, 2019 @ 2:00 PM EST. Hand deliver or mail proposals directly to the address above. Electronic submissions will not be accepted. A public opening will not be held. Late proposals will not be accepted.

Note: A return envelope is not being provided. It is the responsibility of the Offeror to ensure the proposal is submitted in a sealed envelope, box, container, etc. that clearly identifies the contents as a proposal submission in response to this Request for Proposal. See Section XI Paragraph C herein. If delivering proposals by hand, deliver to the Purchasing Department located in Suite 4200 of Alan and Sally Merten Hall (Merten Hall), Fairfax Campus. Campus Map. Office hours are 8:30AM to 5:00PM.

In Compliance With This Request For Proposal And To All The Conditions Imposed Therein And Hereby Incorporated By Reference, The Undersigned Offers And Agrees To Furnish The Goods/Services In Accordance With The Attached Signed Proposal Or As Mutually Agreed Upon By Subsequent Negotiations.

Name and Address of Firm:

Legal Name: RCS Photography, LLC
 DBA: RCS Photography
 Address: 4833 Nash Drive
Fairfax, VA 22032

Date: 07/21/19
 By: 
 Signature

FEI/FIN No. 30-0269299
 Fax No. _____
 Email: rsuanes@gmail.com

Name: Rafael Suanes
 Title: Owner
 Telephone No. (703) 675-3525

SWaM Certified: Yes: _____ No: (See Section VII. SWaM CERTIFICATION for complete details).

SWaM Certification Number: _____

This public body does not discriminate against faith-based organizations in accordance with the *Governing Rules, § 36* or against a Bidder/Offeror because of race, religion, color, sex, national origin, age, disability, or any other prohibited by state law relating to discrimination in employment.



RCS PHOTOGRAPHY

Photography Proposal for George Mason University Intercollegiate Athletics

Prepared by:

Rafael Suanes

4833 Nash Drive

Fairfax, VA 22032

(703) 675-3525

www.rafaelsuanes.com

rsuanes@gmail.com

Dear Mr. Mullins,

I am writing to express my interest in becoming the official photographer for George Mason University Intercollegiate Athletics for the 2019-2020 academic year. I believe I am an exceptionally qualified fit and would make a valuable addition to the University.

As the official photographer for the George Mason University athletics department for the past 10 years, I am well versed in the policies and procedures of both the Commonwealth of Virginia and the University.

Please see the information below regarding the Request for Proposal GMU-1592-19. Thank you for your consideration of this proposal, and I would welcome the opportunity to meet for an oral presentation.

Sincerely,

Rafael Suanes
Owner
RCS Photography, LLC

Accomplished sports photographer with over 14 years of experience in the DC market. Customer-service driven with a focus on utilizing technology to capture unparalleled images. Extensive knowledge of the photography and media needs of universities, professional sports teams and corporate clients.

EXPERIENCE

Owner and Operator, RCS Photography, Fairfax, VA – 2005- present

- Full-service photography company specializing in sports and events in the Washington, DC area
- Official photographer for two major universities and works with countless more as repeat clients
- Internationally published both in print and on websites and blogs
- Diverse clientele ranging from editorial to corporate to non-profit.
- Multiple images recognized as "Images of the Year" by USA Today
- Select list of past assignments:
 - Game coverage, headshots and event photography provided to multiple university athletic departments, academic departments, corporations, non-profits and government agencies
 - Congressional hearings
 - Supreme Court nomination hearings
 - Professional sports coverage including the Washington Redskins, Washington Capitals, Washington Nationals, Washington Wizards, DC United, Baltimore Ravens and Baltimore Orioles
 - Selected publications in which images have been published: The New York Times, The Wall Street Journal, Sports Illustrated, USA Today, McClatchy, The Baltimore Sun, The Washington Post, ESPN Magazine, Bleacher Report, The Virginian-Pilot, The Richmond Times-Dispatch, The National Catholic Reporter

SKILLS

- Expert in all forms of photographic and video equipment including camera bodies and lenses
- Expert user of editing software including, but not limited to, Adobe Lightroom, Adobe Photoshop, PhotoMechanic, Apple Final Cut X, and WireCast

Selected Academic, Corporate and Media Clients

America's Public Television Stations
American Association of State Colleges and Universities
American Football Coaches Association
American University
Arizona State University
Association of Jesuit Colleges and Universities
Atlantic 10 Conference
Atlantic Coast Conference
Basketball Alumni Legends League
Big East Conference
Big Ten Conference
Booz Allen Hamilton
Boston University
Coca-Cola
Columbia University
Clemson University
Colonial Athletic Association
Cornell University
Duke University
EA Sports
ESPN
FOX Sports
George Mason University
George Washington University
Georgetown University
German American Business Council

Getty Images
Gordon College
Grand Valley State University
Hofstra University
James Madison University
LaSalle University
Lehigh University
Lipscomb University
Lynn University
Major League Baseball
Major League Soccer
Maryland-National Capital Park and Planning Commission
Michigan State University
National Basketball Association
NCAA
North Carolina Central University
North Carolina State University
Notre Dame
Oklahoma State University
Patriot League
PepsiCo
Purdue University
Richmond International Raceway
Santa Clara University
Southern Methodist University
Sports Illustrated

St. John's University
Syracuse University
Tulane University
United States Olympic Committee
United States Tennis Association
University at Buffalo
University of California at Los Angeles
University of Central Florida
University of Delaware
University of Detroit Mercy
University of Edinburgh
University of Maryland
University of Michigan
University of Minnesota
University of Pennsylvania
University of San Diego
University of Southern California
University of Tennessee-Chattanooga
University of Texas
University of William and Mary
USA Hockey Magazine
USA Today Sports
Virginia Commonwealth University
Virginia Tech
Wake Forest University
Washington State University
West Virginia University

Qualifications and Experience

1. RCS Photography is uniquely qualified to be the George Mason University Intercollegiate Athletics photographer:
 - 1.1. Professional, full-time sports photographer meeting the needs of multiple universities for the past 12 years, including George Mason University.
 - 1.2. Services provided include studio work to create images for promotional uses; game action of all sports; and athletics-related functions including award recognition, fundraising, marketing, and community special events.
 - 1.3. Retains a staff of seasoned assistants with extensive sports photography experience to cover conflicting events.
 - 1.4. RCS Photography owns all professional grade camera bodies, lenses, studio equipment and a portable photo printer as stipulated in the Statement of Needs. See attached for a full list of equipment.
 - 1.5. Please see samples below; additional images available at www.rafaelsuanes.com.
2. Specific Plan (Methodology): RCS Photography's years of experience covering collegiate athletics enables our ability to tailor each assignment to the needs of the event. We collaborate with athletics administration, coaches, and communications staff to ensure each game or function is captured in the manner that best serves the team, athletic department, and university. We offer full photography, video and live-streaming services.
 - 2.1. All digital files, including photo and video, will be delivered through the Digital Asset Management (DAM) system, already implemented with the Intercollegiate Athletics Department.
 - 2.2. All files from events covered by an assistant are reviewed and edited by RCS Photography's full-time, in-house sports photographer.
 - 2.3. Prior to delivery, all images are reviewed and edited for quality assurance. All images are key-worded by subject and uploaded to the DAM within 3-5 business days. Images can be delivered immediately after events for website and promotional uses upon request.
 - 2.4. RCS Photography provides printing, framing and award mounting services upon request.
3. References: Length of service for the references below is 12 years or greater
Phil Humnick - Georgetown University Staff Photographer - humnickp@georgetown.edu - (202) 687-3447
Barbara Barnes - Georgetown University Director of Athletics Communications - bj57@georgetown.edu - (202) 687-7155
Mike "Mex" Carey - Michigan St University Assoc. Director of Athletics Communications - carey@ath.msu.edu - (517) 355-2271
4. Proposed Pricing: A flat rate of \$300 is charged for single games and events of standard length (2-3 hours). If a game or event reaches or exceeds five hours, an additional rate of \$300 is charged. No extra fees are charged for editing or image delivery. If the services of additional photographers are required for the same event (for instance, photography and video services are requested or a second photographer for additional coverage), an additional \$300 per additional photographer is charged. Second photographers are only provided upon request by George Mason University. Pricing for printing, framing and award mounting services are quoted on a case-by-case basis, depending on scope of project.

Camera Equipment Owned

Two (2) Nikon D850 camera bodies
One (1) Nikon D500 camera body
One (1) Nikon Z7 camera body
One (1) Nikon 400mm f/2.8 lens
One (1) Nikon 300mm f/2.8 lens
One (1) Nikon 200-500 f/5.6 lens
One (1) Nikon 70-200mm f/2.8 lens
One (1) Nikon 28-300mm f/3.5-5.6 lens
One (1) Nikon 24-120mm f/4 lens
One (1) Nikon 24-70mm f/2.8 lens
One (1) Nikon 14-24mm f/2.8 lens
One (1) Nikon 50mm f/1.8 lens
One (1) Nikon 20mm f/2.8 lens
One (1) Nikon 16mm f/2.8 fisheye lens

Studio Equipment Owned

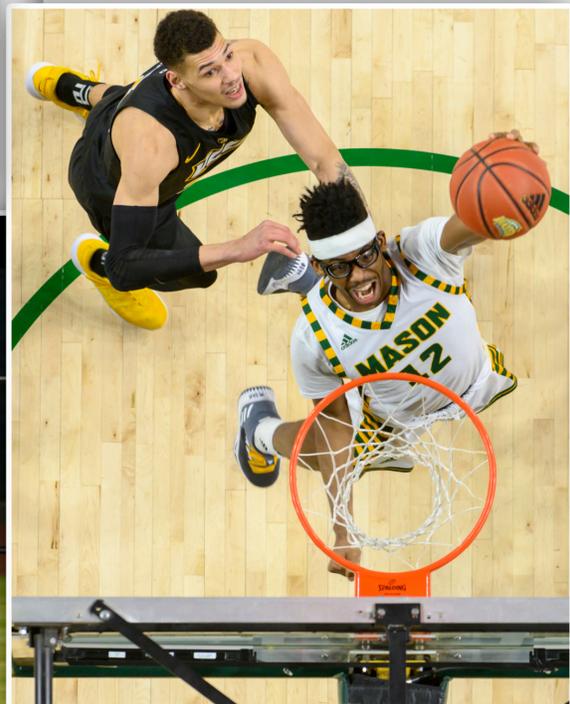
Two (2) portable background stands
Two (2) Alien Bee studio strobe lights
Two (2) White Lightning studio strobe lights
Multiple backgrounds and light modifiers

Video Equipment Owned

One (1) Panasonic AG-UX90 4K camera for events and interviews
Two (2) Canon VIXIA G40 HD video cameras for live streaming
Four (4) LED studio lights
Multiple microphones, audio mixing boards and accessories

Samples

Included are sample images as required by the RFP. These samples are from past assignments to illustrate both shooting style and quality. RCS Photography will work closely with the George Mason University Intercollegiate Athletics to finalize concepts before shooting begins. For more samples, please visit www.rafaelsuanes.com.





Payment Preference

As RCS Photography is a registered vendor with the Commonwealth of Virginia and already enrolled with Paymode-X, we are well versed in how billing and payment operates. Once a PO number has been created, all invoices are submitted directly to Virginia with the PO number clearly marked on each invoice. RCS Photography operates on a Net 30 basis and prefers direct deposit.